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FM AMEMBASSY QUITO
TO RUEHC/SECSTATE WASHDC IMMEDIATE 3964
INFO RUEHBO/AMEMBASSY BOGOTA PRIORITY 5509
RUEHCV/AMEMBASSY CARACAS PRIORITY 1664
RUEHLP/AMEMBASSY LA PAZ MAR 9756
RUEHPE/AMEMBASSY LIMA PRIORITY 0471
RUEHGL/AMCONSUL GUAYAQUIL PRIORITY 0195

UNCLAS QUITO 000768

SIPDIS

SENSITIVE
SIPDIS

PM/DTCC - FOR BLUE LANTERN COORDINATOR

E.O. 12958: N/A
TAGS: [ETTC](#) [KOMC](#) [EC](#)
SUBJECT: BLUE LANTERN LEVEL 3: PRE-LICENSE END-USE CHECK ON
APPLICATION 05-986059

REF: STATE 11750

¶1. (SBU) In response to RefTel questions on application 05-986059, Embassy offices verified that Monica Cecilia Herrera Suasnavas is the owner of Sierra Nevada Adventure and Guns, a legitimate, registered firearms dealer. Ms. Herrera and her brother, Francisco Herrera, have operated the business for nine years. They owned an arms business in Machala for one year, closed it in 1997-1998 and moved their operation to Quito. Embassy security did an initial site visit on March 21.

¶2. (SBU) PolOff met with Francisco Herrera in the Sierra Nevada store on March 27 to verify RefTel points. Mr. Herrera told PolOff that his sister is the owner of the company, but that he handles the day-to-day operations, and that another family member also works with them. He said that he is a long time associate of Mr. M.G. Suber, but has not done business with his company since 2002-2003. Monica Herrera is a professor at the Technological University of America in Quito, it appears that she spends little time actually working in or managing the store.

¶3. (SBU) Sierra Nevada's security measures include a series of panic buttons connected to the main security alarm system, and a remote access button for entry through the front door. Mr. Herrera told PolOff that potential buyers select desired firearms from a catalog; there are no actual guns on display in the store. He said that more established customers are allowed to view sample models they have secured behind a locked, metal grate. Their weapons stock, according to Mr. Herrera, is kept at a separate location under heavy security.

¶4. (SBU) Sierra Nevada's clientele is composed mostly of members of the Ecuadorian Federation of Shooting Practice; Mr. Herrera provided PolOff a list of members that frequent his establishment. He said that while they are open to the general public, the majority of their business comes from the Federation. Mr. Herrera confirmed that the guns purchased from STI International would be shipped directly to Sierra Nevada, that no foreign consignee would be involved.

¶5. (SBU) Based on the information provided, we believe Sierra Nevada would be a reliable recipient of USML items.
JEWELL